

Message Text

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AMEMBASSY BEIRUT

UNCLAS BAGHDAD 0372

BEIRUT FOR RTDO

E.O. 11652: N/A

TAGS: BDIS, IZ

SUBJECT: IRAQI COMPLAINT ABOUT SLOW DELIVERY

REF: BAGHDAD 339; STATE 124637

1. APPRECIATE PROMPT RESPONSE.
2. INFORMED SHALAN JUNE 16 OF STATUS GALION AND INTERNATIONAL HARVESTER ORDERS.
3. REGARDING GALION, SHALAN SHOWED ME SIGNED CONTRACT NEGOTIATED BETWEEN HIM AND MR. JONES IN BEIRUT. ACCORDING TO SHALAN, GALION HAD BEEN ASKED TO ESTIMATE SHIPPING COSTS AND THEN MAKE FINAL SETTLEMENT OF BASIS ACTUAL SHIPPING COTS AS PER INVOICES OF FREIGHT DELIVERED. SHALAN SAID SMIC STILL PREPARED PAY ON THIS BASIS, BUT DOES NOT WANT QUIBBLE OVER RELATIVELY INSIGNIFICANT AMOUNTS OF MONEY. WHAT SMIC WANTS IS FACT DELIVERY OF QUALITY PRODUCTS, AND LOOKS FORWARD TO DOING MUCH MORE BUSINESS WITH GALION BEYOND PRESENT THREE YEAR CONTRACT. SHALAN SAID IRAQ'S NEED FOR CONSTRUCTION AND ROAD-BUILDING EQUIPMENT IS PRACTICALLY UNLIMITED. DELIVERY DATES NOW PROPOSED BY GALION (STATE REFTEL) SATISFACTORY IF THEY ARE MET. I WOULD ADVISE GALION MAKE EVERY EFFORT MEET THESE DATES WITHOUT MAKING ISSUE OF SHIPPING COSTS WHICH ACCORDING TO CONTRACT SHALAN SHOED ME SMIC HAS AGREED TO PAY. I BELIEVE ALSO THAT SHALAN WOULD APPRECIATE RECEIVING

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PERSONAL CABLE FROM MR. JONES IDICATING GALION IS ACTIVELY

ENGAGED IN FILLING ORDERS. SHALAN SAID HE HAD BEEN IMPRESSED
BY MR. JONES' BUSINESS-LIKE FASHION OF CONDUCTING NEGOTIATIONS.

4. REGARDING HARVESTER AGREEMENT, WHICH WAS SIGNED IN BEIRUT
AND IS TO BE FILLED FROM WEST GERMANY, SHALAN SAID HE HAD SINCE
RECEIVED SHIPPING NOTICES OF DELIVERY AND ACCORDINGLY WITHDRAWS
SMIC'S COMPLAINT. HE SEEMED PLEASE AT EFFORT USDOC HAS MADE
TO BE RESPONSIVE. GATCH

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